Incredible Kia Monthly Profit Loss

Total units	November 39	November   December   39 41	January 44	February 45	March 44	April 48	May 53	June 54	July 57	August 54	September 55	October 52	Total 587
Total Sales	62,500	62500	62500	-	0	0	ó	0	٥	0	0	0	187,500
Gross													
New Car	18,000	27900	27500	279C0	27900	31000	37200	37200	37200	31000	31000	31000	365,200
Used Car	83,700	86400	101500	00006	87500	97500	102500	105000	112500	112500	112500	105000	1,196,600
Service	19,900	19900	19900	19900	21525	23150	19900	19600	21525	21525	21525	21525	250,175
Parts	000'6	9000	9000	0006	10500	10500	12000	10600	10500	10500	10500	10500	121,500
Total Gross	130,600	143,260	158,300	146,800	147,425	162,150	171,600	172,600	181,725	175,525	175,525	168,025	1,933,475
Other froome	35,061	36,859	39,556	40,455	39,566	44,051	40,455	48,546	51,243	48,546	49,445	46,748	522,319
Total Gross Profit	165,661	180,059	197,858	187,255	188,981	206,201	212,055	221,146	232,968	224,071	224,970	214,773	2,455,794
TTL Selling Expenses	27,894	62,283	75,313	66517.4	85519.48	71882.08	94713.11	96336.98	96224.98	96478.98	98102.85	93231.24	974,608
Operating Expenses	14,050	14,050	14,050	14050	14050	14050		14050	14050	14050	14050	14050	168,600
Total Overflead Expense	94,150	94,150	94,150	84150	94150	94150	8158	94150	94150	94150	94150	94150	1,129,800
Total Expenses	166,194	170,493	183,513	174,717	173,719	180,082	202,913	204,537	204,425	204,679	206,303	201,431	2,273,008
Net Profit	(533)	9,566	14,343	12,538	13,262	26,119	9,142	16,609	28,543	19,392	18,667	13,342	180,988

Note: Please note the above grosses per vehicle sold are based on pervious dealer cost. This does not reflect the current write down of over \$511,000.00

DEBTOR'S EXHIBIT 4

#### Incredible Kla Monthly Gross Profit

		Nove	mł	ber			Decer	nk	er		Janu	ıaı	ry
				Gross					Gross				Gross
New Cars Units				8					9				9
New Cars Gross (PNVR)			\$	1,800				\$	1,600			5	1,600
New Car Incentive (FNVR)			\$	-				\$	900			\$	900
Total New Car Sales Gross			3	12,800				\$	22,500			\$	22,500
New Car Finance Dept ncome (PNVR) net Total Finance Income			\$	650 5,200				\$	600 5,400			5	600 5,400
Total New Car Gross Profit			\$	18,000				5	27,900	L		\$	27,900
Jsed Car units Jsed Cars Gross (PNVR) Mholesale Profit / Loss			\$	31 2,000				\$	<b>32</b> 2,000			\$	<b>35</b> 2,200
Jeed Car Inventory	L												
otal Used Car Gross			\$	62,000		_		\$	64,000			5	77,000
Ised Car Finance Dept ncome (PNVR) net otal Finance Income			\$ \$	700 21,700				\$	700 22,400			\$	700 24,500
Total Used Car Gross Profit			\$	83,700				\$	86,400			\$	101,500
otal Front End otal Back End			\$ \$	74,800 26,900				\$ \$	86,500 27,800			\$	99,500 29,900
otal Units Repo Reserve		500	\$	39 19,500			500		20,500		500 399	\$ \$ 5	22,000
DOC		399	\$	15,561 136,761	1		399	Ť	16,359	5	389	\$	17,558

		Sales		Gross	<del></del>	Salos	Gross			Sales		Gross	
Service Dept Sublet	\$	30,000 2,500	\$	19,500 400	65% 16%	\$ 30,000 2,500	\$ 19,500 400	65% 16%	\$	30,000 2,500	\$	400	16%
Service Dept Total Parts	\$	32,500	\$	9,000	30%	\$ 32,500	9,000	30%	3	32,500	5	9,000	30%
									Ė				7
Total Parts & Service	\$	62,500	\$	28,900		\$ 62,500	\$ 28,900		\$	62,500	\$	28,900	
													1
Total Sales & Gross Profit	_\$_	62,500	3	165,661		\$ 62,500	\$ 180,059		\$	B2,500	\$	197,856	_

## Incredible Kia Monthly Gross Profit

	February	March	April
	Gross	Gross	Gross
New Cars Units	9	9	10
New Cars Gross (PNVR)	\$ 1,600	\$ 1,600	\$ 1,600
New Car Incentive (PNVR)	\$ 900	s 900	\$ 900
Total New Car Sales Gross	\$ 22,500	\$ 22,500	\$ 25,000
New Car Finance Dept Income (PNVR) net Total Finance income	\$ 600 \$ 5,400	\$ 600 \$ 5,400	\$ 600 \$ 6,000
Total New Car Gross Profit	\$ 27,900	\$ 27,900	\$ 31,000
Used Car units Used Cars Gross (PNVR) Wholesale Profit / Loss	36 \$ 1,800	35 \$ 1,800	\$ 1,800
Used Car Inventory Adjustment			
Total Used Car Gross	\$ 64,800	\$ 63,000	\$ 70,200
Used Car Finance Dept Income (PNVR) net Total Finance Income	s 700 \$ 25,200	\$ 700 \$ 24,500	\$ 700 \$ 27,300
Total Used Car Gross Profit	\$ 90,000	\$ 87,500	\$ 97,500
Total Front End Total Back End	\$ 87,300 \$ 30,600 \$ 45 500   \$ 22,500	\$ 85,500 \$ 29,900 \$ 44 500 \$ 22,000	\$ 95,200 \$ 33,300 \$ 49 500   \$ 24,500
	399 \$ 17,955	399 \$ 17,556	399 \$ 19,551
Total Sales Dept	\$ - \$ 158,355	\$ - \$ 154,958	\$ - \$ 172,551
	Sales Gross	Sales Gross	Sales Gross
Service Dept Subjet Service Dept Total	\$ 30,000 \$ 19,500 \$ 2,500 \$ 400 \$ 32,500 \$ 19,900	65% \$ 32,500 \$ 21,125 65% 16% \$ 2,500 \$ 400 16% 61% \$ 35,000 \$ 21,525 62%	\$ 35,000 \$ 22,750 65% \$ 2,500 \$ 400 16% \$ 37,500 \$ 23,150 62%
Parts	\$ 30,000 \$ 9,000	30% \$ 35,000 \$ 10,500 \$ 30%	\$ 35,000 \$ 10,500 } 30%
Total Parts & Service	\$ 62,500 \$ 26,900	\$ 70,000 \$ 32,025	\$ 72,500 \$ 33,650
Total Sales & Gross Profit	\$ 62,500 \$ 187,255	\$ 70,000 \$ 186,981	\$ 72,500 \$ 206,201

## Incredible Kia Monthly Gross Profit

	May	June	July
	Gross	Gross	Gross
New Cars Units	12	12	12
New Cars Gross (PNVR)	\$ 1,600	\$ 1,600	s 1,600
New Car Incentive (PNVR)	\$ 900	\$ 900	\$ 900
Total New Car Sales Gross	\$ 30,000	\$ 30,000	\$ 30,000
New Car Finance Dept Income (PNVR) net Total Finance Income	\$ 600 \$ 7,200	\$ 600 \$ 7,200	\$ 600 \$ 7,200
Total New Car Gross Profit	\$ 37,200	\$ 37,200	\$ 37,200
Used Car units Used Cars Gross (PNVR) Wholesale Profit / Loss	41 \$ 1,800	<b>42</b> \$ 1,800	45 3 1,800
Used Car Inventory Adjustment			
Total Used Car Gross	\$ 73,800	\$ 75,600	\$ 81,000
Used Car Finance Dept Income (PNVR) net Total Finance Income	\$ 700 \$ 28,700	\$ 700 \$ 29,400	\$ 700 \$ 31,500
Total Used Car Gross Profit	\$ 102,500	\$ 105,000	\$ 112,500
Total Front End Total Back End	\$ 103,800 \$ 35,900 \$ 53 500   \$ 26,500	\$ 105,600 \$ 38,800 \$ 54 500   \$ 27,000	\$ 111,000 \$ 38,700 \$ 57 500 \$ 28,500
Total Sales Dept	\$ - \$ 187,347	399 \$ 21,546 \$ - \$ 190,746	399   \$ 22,743   \$ - \$ 200,943
Total Cares Dept	101,047	4 100,770	
	Sales Gross [	Sales Gross	Sales Gross
Service Dept	\$ 30,000 \$ 19,500	55% \$ 30,000 \$ 19,500	65% \$ 32,500 \$ 21,125 65%
Subjet	\$ 2,500 \$ 400 <b>\$</b> 32,500 \$ 19,900	16% \$ 2,500 \$ 400 61% \$ 32,500 \$ 19,900	16% \$ 2,500 \$ 400 16% 61% \$ 35,000 \$ 21,525 62%
Service Dept Total	\$ 32,500 \$ 19,900	61% \$ 32,500 \$ 19,900	0170 \$ 33,000 \$ 21,323 0270
Perts	\$ 40,000 \$ 12,000	30% \$ 35,000 \$ 10,500	30% \$ 35,000 \$ 10,500 30%
Total Parts & Service	\$ 72,500 \$ 31,900	\$ 67,500 \$ 30,400	5 70,000 \$ 32,025
Total Sales & Gross Profit	\$ 72,500 \$ 219,247	\$ 67,500 \$ 221,148	\$ 70,000 \$ 232,998

### Incredible Kla Monthly Gross Profit

	Aug	ust			Septe	mber			Octo	ber	•	
		Gross				Gross				Gı	ross	
New Cars Units		10				10					10	]
New Cars Gross (PNVR)		\$ 1,600				\$ 1,600				s	1,600	
New Car Incentive (PNVR)	***	\$ 900			-	\$ 900				\$	900	
Total New Car Sales Gross		\$ 25,000				5 25,000		_		\$	25,000	
New Gar Finance Dept income (PNVR) net Total Finance Income		\$ 600 \$ 6,000				\$ 600 \$ 6,000			***************************************	\$	600	
Total New Car Gross Profit		\$ 31,000		_		\$ 31,000		_		\$	31,000	
Used Car units Used Cars Gross (PNVR) Wholesale Profit / Loss		<b>44</b> \$ 1,800				45 \$ 1,800				s	<b>42</b> 1,800	
Used Car Inventory Adjustment	Man										••••	
Total Used Car Gross		\$ 79,200				\$ 81,000		_		\$	75,600	
Used Car Finance Dept Income (PNVR) net Total Finance Income		\$ 700 \$ 30,800				\$ 700 \$ 31,500	1			\$ 5	700 29,400	
Total Used Car Gross Profit		\$ 110,00D				\$ 112,500		L		\$ 10	05,000	
Total Front End Total Back End	500	\$ 104,200 \$ 36,800 \$ 54 \$ 27,000	1		500	\$ 108,000 \$ 37,500 \$ 55 \$ 27,500	1		500	\$ 5	00,800 35,400 52 26,000	
Total Sales Dept	399 \$ -	\$ 21,540 \$ 189,546		s	399	\$ 21,945 \$ 192,945	7	\$	399		20 <u>,748</u> 82,748	
	Sales	Gross			Sales	Gross		_	Sales		7058	
Service Dept	\$ 32,500	\$ 21,125	65%	\$	32,500	\$ 21,125		\$	32,500		21,125	65%
Sublet Service Dept Total	\$ 2,500 \$ 35,000	\$ 400 \$ 21,525	16%	\$	2,500 35,000	\$ 400		\$	2,500 35,000	\$	400 21,525	16% 62%
Parts	\$ 35,000	\$ 10,500	30%	\$	35,000	\$ 10,500		5	35,000		10,500	30%
							1		***************************************	-		1
Total Parts & Service	\$ 70,000	\$ 32,025		s	70,000	\$ 32,025		S	70,000	\$ :	32,025	
Total Sales & Gross Profit	\$ 70,000	\$ 221,571		\$	70,000	\$ 224,970		\$	70,000	\$ 2	14,773	

### Incredible Kia 1st Qtr Sales

		Aug	us	it			Septe	mi	per			Octo	be	r
		Sales		Gross			Sales	1	Gross			Sales	(	Gross
New Cars Units				10					10					10
New Cars Gross (PNVR)	s	26,334	\$	1,600		\$	26,334	\$	1,600		\$	26,334	\$	1,600
New Car Incentive (PNVR)			\$	900				\$	900				\$	900
Total New Car Sales Gross	\$	263,340	3	25,000		\$	263,340	\$	25,000		\$	263,340	\$	25,000
New Car Finance Dept Income (PNVR)							-					750		
net Tot⊨l Finance (ncome	\$ \$	<b>750</b> 7,500	\$ 5	600 6,000		\$	750 7,500	\$	600		\$	750 7,500	\$	600 6,000
Total New Car Gross Profit	s	270,840		31,000		5	270,840	\$	31,000		s	270,840	s	31,000
	_	210,040				Ť		Ť	-1,550		۲		Ť	
Used Car units	s	13,500		44			13,500		45		s	13,500	s	<b>42</b>
Used Cars Gross (PNVR) Wholesale Profit / Loss	,	13,500	\$	1,800		\$	13,500	\$	1,800		30	13,500	3	7,000
Used Car Inventory Adjustment											_		_	
Total Used Car Gross	\$	594,000	\$	79,200		\$	607,500	s	81,000		\$	567,000	\$	75,800
DES OSECION GIOSS	-	J84,000	-	10,200		-	507,500	-	81,000		Ť	000,100	۴	12,000
Used Car Finance Dept Income														
(PNVR) net	\$	750 33,000	5	700 30,800		\$	750 33,750	\$	700 31,500		5	750 31,500	\$	700 29,400
Cotal Finance Income								Ť			-			, ,,
Total Used Car Gross Profit	\$	627,000	\$	110,000		\$	641,250		112,500		3	598,500		105,000
Total Front End Total Back End			\$ \$	104,200 36,800				\$	106,000 37,500				\$	100,600 35,400
1959 eack End			5	54				P Si	55,500				\$	52
		500	\$	27,000			500	5	27,500			500	\$	26,000
		399	\$	21,546		_	399	\$	21,945		_	399	\$	20,748
Total Sales Dept	\$	897,840	\$	189,546	ı	\$	912,090	\$	192,945		\$	869,340	\$	182,748
		Sales		Gross			Sales		Gmas			Sales		Gross
Service Dept Sublet	\$	32,500 2,500	\$	21,125	65%	\$	32,500 2,500	\$	21,125	65% 16%	\$	32,500 2,500	\$	21,125
Service Dept Total	\$	35,000	\$	21,525	18%	2	35,000	\$	21,525	62%	\$	35,000	\$	21,525
										-				
Parts	2	35,000	\$	10,500	30%	\$	35,000	\$	10,500	30%	\$	35,000	\$	10,500
Total Parts & Service	Ş	70,000	\$	32,025		3	70,000	\$_	32,025		\$	70,000	\$	32,025
	_													
						ĺ			ĺ					

			Nov			Dec			Jan	
Total Units			39			41			44	
Total Gross			165,661			180,059			197,856	
	0004									
Sales Comp (Front Gross Only+ C6)	6500 7000		12,716	17%	\$	14,705	17%	s	16.915	17%
Supervision Comp (Total Sales Gross+ C7)	7010	\$	13,338	5%	\$	14,058	5%	\$	20,016	8%
Delivery Exp Finance Mgr Comp (Back End Gross Only)	7020 7030	s	2,690	10%	\$	2.780	10%	\$	5,382	18%
Advertising (New & Used)	7040		29,250	750	\$	30,750	750	s	33,000	750
flooring	7050					V-7.				
Total Selling Expenses		\$	57,994	42%	3	62,293	41%	\$	75,313	45%
Policy Adjustment	7110	5	240		\$	240		s	240	
Claime Adjustment	7120					2.10		•	- "	
Company Vehicles	7140	\$	2,500		5	2,500		\$	2,500 (	
Inventory Maintenance	7150		-		\$			\$		
Personnel Maintenance	7160	\$	1,500		\$	1,500		\$	1,500	
Outside Services	7170		300		١.	300		ا	300	
Freight Small Tools	7180 7190		250		\$	250		\$ \$	250	
Laundry & Uniforms	7200		200		\$	200		3	200	
Depr. Equipment & Veh	7210		500		s	500		\$	500	
Equip Maint, Repair Rental	7220	1 '	110		3	110		\$	110	
Miscellaneous Expenses	7230		250		İŝ	250		5	250	
Salaries & Wages	7250		1,500		<b> </b> \$	1,500		\$	1,500	
Clerical Salaries	7260		B,300		\$	6,300		\$	6,300	
Vacation & Time off	7270	5	400		1	400		\$	400	
Operating Expenses		\$	14,050	6%	\$	14,050	B%	\$	14,050	7%
Rent	7400	5	17,000		5	17,000		\$	17,000	
Admin, General Salary & Wages	7410		5,100		s	5,100		\$	5,100	
Owner's Salary (2)	7420	\$	15,000		\$	15,000		\$	15,000	
Payroll Taxes	7430	5	12,500		5	12,500		\$	12,500	
Employee Benefits	7440	\$	5,000		\$	5,000		\$	5,000	
Profit Sharing	7450	١.			١.			١.		
Advertising General	7460	1	500		5	500		\$	500	
Office Supplies	7470		1,000		\$	1,000		\$	1,000	
Data Processing Services	7480		6,180		\$	6,160		\$	6,160	
Outside Service	7490 7500	\$	9,500		\$	9,500		\$ \$	9,500	
Company Vehicles Admin Contributions	7510	۱.	_		\$	-		5		
Ques & Subscriptions	7520		540		5	540		Š	540	
Telephone	7530	ł i	3,500		5	3,500		5	3,500	
Legal & Auditing	7540		3,500		Š	3,500		s	3,500	
Postage	7550		1,200		5	1,200		\$	1,200	
Travel & Entertainment	7560		-		\$	`-		\$	·-	
Heat, Light, Power & Water	7570	\$	3,200		\$	3,200		\$	3,200	
Fixture Repair and Maint.	7580		1,500		\$	1,500		\$	1,500	
Deprecation: Fixtures, Furniture etc.	7590		2,580		\$	2,560		S	2,580	
Insurance (other than Building)	7600		5,000		\$	5,000		\$	5,000	
Taxes (other than Real Estates payroll)	7610	•	1,350		5	1,350		\$	1,350	
Interest (other than Flooring) Total Overhead Expenses	7620	\$	94,150	57%	\$	94,150	52%	S	94,150	48%
Simi Fixed		\$	14.050	8%	\$	14,050	8%	3	14,050	7%
Variable		\$	57,994	42%	\$	62,293	41%	Š	75,313	45%
Total		\$	186,194	100%	\$	170,493	95%		183,613	93%
	-	Ť	,,,,,,		Ť	***************************************				
Operating Profit		\$	(533)		\$	9,566		\$	14,343	
								laa		

		Feb			March			April	
Total Units		45			44			49	
Total Gross		187,255			186,981			206,201	
Sales Comp	\$	14,841	17%	s	14,841	17%	\$	16,184	17%
Supervision Comp	\$	19,168	8%	\$	18,896	8%	\$	20,304	8%
Delivery Exp	\$	-		\$	-	1001100-0001	\$	-	
Finance Mgr Comp	\$	5,508	18%	5	5,382	18%	\$	5,994	18%
Advertising (New & Used)	\$	27,000	600	\$	26,400	600	\$	29,400	600
flooring									
Total Selling Expenses	\$	66,517	36%	\$	65,519	41%	\$	71,882	35%
Policy Adjustment	s	240		\$	240		5	240	
Claims Adjustment				Ť					
Company Vehicles	\$	2,500		\$	2,500		\$	2,500	
Inventory Maintenance	\$			5			\$	-	
Personnel Maintenance Outside Services	\$	1,500		\$	1,500		\$	1,500	
Freight	5	300		\$	300		S	300	
Small Tools	\$	250		5	250		\$	250	
Laundry & Uniforms		200		\$	200		\$	200	
Depr. Equipment & Veh	\$ \$	500		5	500		\$	500	
Equip Maint, Repair Rental	\$	110		\$	110		5	110	
Miscellaneous Expenses	\$	250		\$	250		\$	250	
Salaries & Wages Clerical Salaries	\$	1,500 6.300	1	\$	1,500 6,300		\$	1,500 6,300	
Vecation & Time off	\$	400		\$	400		\$	400	
Operating Expenses	\$	14,050	8%		14,050	8%	\$	14,050	7%
Rent	\$	17,000		\$	17,000		\$	17,000	
Admin, General Salary & Wages	\$	5,100		\$	5,100		\$	5,100	
Owner's Salary (2)	\$	15,000		\$	15,000		\$	15,000	
Payroll Taxes	\$	12,500		5	12,500		\$	12,500	
Employee Benefits	\$	5,000		\$	5,000		5	5,000	
Profit Sharing	1.			_					
Advertising General	\$	1,000		\$	500 1,000		\$	500 1,000	
Office Supplies Data Processing Services	\$	6,180		\$	6,180		\$ \$	6,180	
Outside Service	\$	9,500		\$	9,500		5	9,500	
Company Vehicles Admin				S	•		\$	-	
Contributions	\$			\$	•		\$	-	
Dues & Subscriptions	S	540		\$	540		\$	540	
Telephone Legal & Auditing	\$	3.500 3.500		\$	3,500 3,500		\$	3,500 3,500	
Postage	\$	1,200		5	1,200		\$	1,200	
Travel & Entertainment	\$	,,200		\$	.,200		5	-	
Heat, Light, Power & Water	\$	3,200		\$	3,200		\$	3,200	
Fixture Repair and Maint.	5	1,500		\$	1,500		\$	1,500	
Deprecation: Fixtures, Furniture etc.	\$	2,580		\$	2,580		\$	2,580	
Insurance (other than Building) Taxes (other than Real Estates payroll)	\$	5,000 1,350		\$	5,000		\$	5,000	
Interest (other than Flooring)		1,000		\$	1,350		\$	1,350	
Total Overhead Expenses	\$	94,150	50%		94,150	50%	\$	94,150	46%
Slmi Fixed	\$	14,050	8%		14,050	8%	\$	14,050	7%
Variable	\$	66,517	36%	\$	65,519	41%	\$	71,882	35%
Total	\$	174,717	93%	\$	173,719	98%	\$	180,082	87%
<b>Operating Profit</b>	\$	12,638		\$	13,262		s	26,119	
	1	.=,		, T			-	-0,110	

		May			June			July	
Total Units		63			54			57	
Total Gross		219,247	-		221,146			232,968	
L	-								
Sales Comp	0 \$	17.646	17%	\$	17,952	17%	\$	16,184	17%
Supervision Comp	\$	30,855	13%	\$	31,297	13%	\$	31,297	13%
Delivery Exp	\$	-		\$			\$	-	
Finance Mgr Comp	\$	6,462	18%	\$	6,588	16%	\$	5,994	18%
Advertising (New & Used) Rooring	\$	39,750	750	\$	40,500	750	\$	42,750	750
Total Selling Expenses	5	94,713	61%	\$	96,337	51%	\$	96,225	56%
Policy Adjustment	s	240		\$	240		\$	240	
Claims Adjustment									
Company Vehicles	\$	2,500		\$	2,500		\$	2,500	
Inventory Maintenance	5	4 500		\$	4 500		\$	4.500	
Personnel Maintenance Outside Services	\$	1,500		\$	1,500		\$	1,500	
Freight	5	300		S	300		\$	300	
Small Tools	S	250		\$	250		\$	250	
Laundry & Uniforms	\$	200		S	200		\$	200	
Depr. Equipment & Veh	5	500		\$	500		\$	500	
Equip Meint, Repair Rental	\$	110		\$	110		\$	110	
Miscellaneous Expenses	\$	250		\$	250 1,500		\$	250 1,500	
Salaries & Wages Clerical Salaries	\$	1,500 6,300		\$	6,300		\$	6,300	
Vacation & Time off	5	400		\$	400		\$	400	
Operating Expenses	\$	14,050	6%	\$	14,050	6%	5	14,050	6%
Dank		42 000			17,000		\$	17,000	
Rent Admin, General Salary & Wages	\$	17,000 5,100		\$	5,100		\$	5,100	
Owner's Salary (2)	\$	15,000		\$	15,000		\$	15,000	
Payroll Taxes	\$	12,500		\$	12,500		\$	12,500	
Employee Benefits	\$	5,000		\$	5,000		\$	5,000	
Profit Sharing				١.					
Advertising General	\$	500		\$	500		\$	500	
Office Supplies	\$	1,000 6,180		\$	1,000 6,180		\$	1,000 6,180	
Data Processing Services Outside Service	S	9,500		\$	9,500		\$	9,500	
Company Vehicles Admin	1	5,000		\$	-		\$	-	
Contributions	\$	-		\$	-		\$	-	
Dues & Subscriptions	5	540		5	540		5	540	
Telephone	5	3,500		5	3,500		\$	3,500	
Legal & Auditing	\$	3,500		\$	3,500		\$	3,500	
Postage Travel & Entertainment	\$	1,200		\$	1,200		\$	1,200	
Heat, Light, Power & Water	\$	3,200		\$	3,200		\$	3,200	
Fixture Repair and Maint.	\$	1,500		\$	1,500		\$	1,500	
Depracation; Fixtures, Furniture etc.	\$	2,580		\$	2,580		5	2,580	
Insurance (other than Building)	\$	5,000		\$	5,000		\$	5,000	
Taxes (other then Real Estate& payroll)	\$	1,350		\$	1,350		\$	1,350	
Interest (other than Flooring)	\$	94,150	43%	\$	94,150	43%	\$	94,150	40%
Total Overhead Expenses Simi Fixed	\$	14,050	6%		14,050	6%		14,050	6%
Variable	š	94,713	61%		96,337	51%	\$	96,225	56%
Total	\$	202,913	93%		204,537	92%	7.00	204,425	88%
Operating Profit		Washington Co.						20.240	
Operating Front	\$	16,334		\$	16,609		\$	28,543	

	A	ugust		Se	ptember		_0	etober_	
Total Units		54			55			52	
Total Gross		221,571			224970			214773	
7000		0	. 70.		10.000	4-701		47.400	4704
Sales Comp+ service advisor Supervision Comp+ service & parts	\$	17,71 <b>4</b> 31,641	17% 13%		18,020 32,083	17% 13%	\$	17,102 30,757	17% 13%
Delivery Exp	Š	-	13%	\$	52,000	1370	\$	30,737	10.70
Finance Mgr Comp	\$	6.624	18%		6,750	18%	\$	6,372	18%
Advertising (New & Used) flooring	\$	40,500	750	\$	41,250	750	\$	39,000	750
Total Selling Expenses	5	96,479	51%	\$	98,103	52%	\$	93,231	51%
F	T.	2.12							
Policy Adjustment Claims Adjustment	5	240		\$	240		\$	240	
Company Vehicles	s	2,500		\$	2,500		\$	2,500	
Inventory Maintenance	\$	_,000		\$	-		S	-	
Personnel Maintenance	\$	1,500		\$	1,500		\$	1,500	
Outside Services	1_			\$	-		\$	-	
Freight Small Tools	\$	300 250		\$	300 250		\$	300 250	
Laundry & Uniforms	\$	200		\$	200		\$	200	
Depr. Equipment & Veh	5	500		\$	500		\$	500	
Equip Maint. Repair Rental	\$	110		5	110		\$	110	
Miscellaneous Expenses	\$	250		\$	250		\$	250	
Salaries & Weges Clerical Salaries	S	1,500 6,300		\$	1,500 6,300		\$ 5	1,500 6,300	
Vacation & Time off	s	400		\$	400		\$	400	
Operating Expenses	\$	14,050	6%	\$	14,050	6%	\$	14,050	7%
B-4		47.000			47 000			47.000	
Rent Admin, General Salary & Wages	\$	17,000 5,100		\$	17,000 5,100		\$	17,000 5,100	
Owner's Salary (2)	\$	15,000		\$	15,000		\$	15,000	
Payroll Texes	\$	12,500		\$	12,500		\$	12,500	
Employee Benefits	5	5,000		\$	5,000		\$	5,000	
Profit Sharing Advertising General	\$	500		\$	500		\$	500	
Office Supplies	s	1,000		\$	1,000		\$	1,000	
Date Processing Services	\$	6,180		\$	6,180		\$	6,180	
Outside Service	\$	9,500		\$	9,500		\$	9,500	
Company Vehicles Admin	l_			\$	-		\$	-	
Contributions Dues & Subscriptions	\$	540		\$	540		\$	540	
Telephone	\$	3,500		\$	3,500		\$	3,500	
Legal & Auditing	\$	3,500		\$	3,500		\$	3,500	
Postage	\$	1,200		\$	1,200		\$	1,200	
Travel & Entertainment	S			\$	2 000		\$	2 200	
Heat, Light, Power & Water Fixture Repair and Maint.	\$	3,200 1,500		\$	3,200 1,500		\$	3,200 1,500	
Deprecation: Fixtures, Furniture etc.	s	2,580		5	2,580		5	2,580	
Insurance (other than Building)	\$	5,000		\$	5,000		\$	5,000	
Taxes (other than Reel Estates payroll)	\$	1,350		\$	1,350		\$	1,350	
Interest (other than Flooring)  Total Overhead Expenses	\$	94,150	42%	\$	94,150	42%	\$	94,150	44%
Simi Fixed	13-	14,050	8%		14,050	6%	\$	14,050	7%
Variable	\$	96,479	51%		98,103	52%	\$	93,231	51%
Total	\$	204,879	92%	\$	206,303	92%	8	201,431	94%
<b>Operating Profit</b>	\$	16,892		\$	18,667		\$	13,342	